Index to Articles in 1963 Issues of FUELOIL & OIL HEAT

FUELOIL DISTRIBUTION

	Month	Page
API MARKETING DIVISION MEETS IN SEATTLE	July	49
A RICH MARKET: No. 4 *Jean L. Dupuis*	Sept.	76
AUTOMATIC HEATING OIL DELIVERY *Robert Scully*		
Part I	Sept.	66
Part II	Nov.	42
CENTRAL STORAGE SYSTEMS		
Oilheating pipelines . . . Robert Gray	Jan.	45
Mobile home pipelines . . . Ben Puchaski	Jan.	48
Centroil system at ledyard	Jan.	46
Underground delivery moves west ....V. M. Douglas	Jan.	50
CENTRAL STORAGE PIPELINE IN SEATTLE	July	44
CENTRAL DISTRIBUTION SYSTEM	Sept.	55
(522 oilheated homes are on fueloil pipelines.)		
FUELOIL STOCK CONTROL *Irwin Hochberg*	Sept.	73
HOW TO RUIN A FUELOIL BUSINESS *Harold Hines*	Nov.	50
(Pumps can be destroyed.)		
MACHINE HANDLES 8000 ACCOUNTS *Allyn R. Guilmartin*	Apr.	45
NO. 4 OIL IS GOOD BUSINESS *Philip Kramer*	Sept.	59
OILHEATING THE PENSIONERS	Dec.	39
(Florida companies draw customers from retirees.)		
OIL JOBBER MEETING EMPHASIZES FUELOIL	July	50
NORTH CAROLINA HEATS POULTRY TOO	Dec.	52
PAY MORE FOR BETTER ACCOUNTS	June	35
(Buckley & Scott's compensation plan for salesmen.)		
PHILADELPHIA CONFERENCE STUDIES FUELS	July	61
RADIO'S A MUST ON "FAR OUT" DELIVERIES	July	40
SIMPLE DISPATCHING DEVICE SPEEDS DEGREE-DAY OPERATIONS	Nov.	54
STORM DELAYS CALL FOR LARGER TANK RESERVES *John B. Hiester*	Mar.	53
STOTT STREAMLINES RECORD KEEPING	Aug.	55
(Rotary file centralizes customer cards.)		
TWO ROADS TO VOLUME	Dec.	46
WEATHER INDEMNITY POLICY ADAPTED FOR FUELOIL	Aug.	63
WILKERSON PREFERS THE SOFT SELL	Dec.	44
YOU MAY GAIN BY DROPPING ACCOUNTS "FAR OUT" *Henry D. Crane*	Aug.	61

Management (Oilheating and Airconditioning)

	Month	Page
ASPHALT PAVING BRINGS VINING SEASON BALANCE	July	42
JACK BECKER FEATURES PARTS $3; OVERHAUL $12	Oct.	50
BETTER HOME HEAT COUNCIL HAS BIGGEST CAMPAIGN	May	57
BIG ADVICE, LITTLE INVESTMENT	Dec.	38
BOSTON FIRM GUARANTEES 25% SAVING	May	51
(Automatic Heating goes for gas conversions.)		
CENTURY-OLD MANSION HAS MODERN OIL HEAT	Aug.	49
COLONIAL AT ROCKY MOUNT	Dec.	42
COLOR IT GOOD *John R. Capper*	Dec.	65
(Making calls by phone.)		
COMMISSION AGENT IN SERVICE VENTURE *Tom Kiger*	Jan.	59
(Pontiac dealer moves into oilheating equipment.)		
COMPARISONS ON COSTS SHOWS OIL CHEAPER FOR SCHOOLS	July	51
CONNECTICUT FUELOIL DISTRIBUTOR PROVIDES BOMB SHELTER	May	50
CONTRACT PARTS COST $3	Feb.	35
(Kunkels in Philadelphia tabs cost of parts.)		
"CONTROL III" MERCHANDISES OILHEATING MODERNIZATION	May	46
COST ANALYSIS OF SERVICE SPOTLIGHTS "FREE" POLICY	July	59
(Canadian service program analyzed.)		
CUSTOMERS CAN GUIDE YOUR DECISIONS *A. C. Woodcock*	Feb.	40
(Citizens Fuel in Asheville uses questionnaires.)		
DEALER SESSIONS HELD DURING BOSTON EXPOSITION	July	64
DOING WHAT COMES NATURALLY	Oct.	54
(Chilton, Wis., dealer can react to small market.)		
ELECTRIC HEAT SUBSIDIES PLAGUE SPRINGFIELD	May	48
FACTS INFORM AND SELL *V. M. Douglas*	Apr.	42
(Washington school won for oil.)		
FIGURE GAS COSTS ACCURATELY FOR FUEL COMPARISONS	Feb.	26
FUEL FACTS CAMPAIGN WINS RECOGNITION	Nov.	48
FUELOIL AND WATER SOFTENERS	July	52
FUELOIL IMPROVES FARM PROFITS *C. E. Kramb*	Aug.	41
GREAT HOME SHOW RESULTS FOR AMERICAN COAL	May	52
ED HACKER FINDS NEW USES FOR FUELOIL	Nov.	46
HALF-MILLION GALLONS FOR POULTRY	Nov.	35
(Wadleighs in Maine get volume from broilers.)		
HANDS ACROSS THE BORDER *V. M. Douglas*	July	54
(Vancouver, B. C., has similar program to U. S. Northwest.)		
HE SEIZED ELECTRIC HEAT'S SECRET WEAPON *John W. Schulz*	Dec.	48
(Carolina Heating uses insulation to gain sales.)		
HEATING TO OIL SALES	May	44
(Equipment man in New Hampshire moves into fueloil.)		
HOW AN ELECTRIC EXECUTIVE THINKS	Dec.	53
HUNDREDS OF REPACEMENTS BY GINO FERA, VANCOUVER	July	58
INSURANCE PLANNING *Irwin Hochberg*	Feb.	51
MANUFACTURER AD COST SHARED BY EAST CAROLINA COUNCIL	Mar.	50
MASONRY AND OILBURNERS SHARE PORTLAND SPOTLIGHT	July	45
MATCHES—SURE-FIRE ADVERTISING *Russell J. Fornwalt*	Nov.	55
MICHIGAN TOGETHERNESS	Oct.	47
MOHEDA LOOKS AT ITSELF	Nov.	45
NO DISAPPOINTMENTS *V. M. Douglas*	Feb.	44
(Three-company merger in Tacoma solves cost problems.)		
NOFI '62 CAMPAIGNS SPENT JUST UNDER $3 MILLION	Feb.	38
NORTHWEST PROMOTION KEEPS ON GROWING	July	47
NEW BEDFORD GAS INTERRUPTED	Feb.	37
NEW HOMES, GAS CONVERSIONS GENERATE ACTIVITY AT COAN'S	May	46
OIL HEATS OREGON CAPITOL	July	69
OILHEATING "BREAKS OUT" OVER CANADIAN MARKET	Sept.	126
OILHEATING HELPS THE $ SIGN	Jan.	56
(Pure Oil recognizes fueloil benefits.)		
OLNEY & PAYNE LIKE VARIETY	Nov.	56
ONLY EQUIPMENT SALES CAN BUILD GROWTH	June	52
(Jersey meeting explores selling equipment.)		
PACIFIC COAST CONVENTION DRAWS CROWD	July	39
PENNSYLVANIA FUELOIL DEALERS TRAIN TECHNICIANS	Apr.	55
REAL SELLING IS ALL IT TAKES *Frederic P. Griffin*	Mar.	46
RENT HOME WATER HEATERS *Frank McFerran*	June	55
A SALUTE TO NEW ENGLAND	May	39
SCHOOL ON LAKE MENDOTA *Bert Dunphy*	June	49
(Wisconsin dealer management conference.)		
SERVICE FOR OTHERS *Bert Dunphy*	May	57
(Oil Burner Technicians does service for 20 dealers.)		
SMALL FUELOIL DEALER PLANS SERVICE DEPARTMENT *John W. Schulz*	Jan.	53
SPECIALTIES ARE PROFIT ITEMS	Mar.	51
(Lewis Oil features all comfort refinements.)		
SUMMER INCOME FOR FUELOIL MEN	Oct.	39
TELEPHONE AUTOMATION DOUBLES CALLS PER HOUR	Sept.	72
THE OTHER $60 BILLION PART I	Apr.	41
PART II	June	47
PART III	Nov.	58
THEISEN-CLEMENS CO. IS PHOTOGENIC	Oct.	48
THERE'S ROOM FOR IMAGINATION	May	43
(Greenfield, Mass., ad campaign has budget of $5000)		
TWO FUELOIL DISTRIBUTORS IN JOINT BURNER ENTERPRISE	Jan.	61
(Fort Wayne jobbers go in for service.)		
TWO MILLION GALLONS FROM OILHEAT SERVICE	Oct.	46
(George Varough, Inc., builds gallonage.)		
TRAVEL AND ENTERTAINMENT EXPENSES	Apr.	61
TRUCK COLORS HAVE BUY APPEAL	Dec.	35
(L. A. Johnson re-designs service fleet.)		
WE COULD GUARANTEE COSTS *T. Lawrence Lindberg*	Apr.	52
(Updating old oil jobs makes them competitive.)		
WHAT ARE THE CLAIMS?	Apr.	58
(Three fuels compare costs at Boston meeting.)		
WORKING CAPITAL CONTROL *Irwin Hochberg*	Aug.	58

GENERAL

ASHRAE SHOW AND MEETINGS	Jan.	64
ASHRAE SESSION INCLUDES OILBURNING SYMPOSIUM	Mar.	45
C. W. LANG ELECTED NOFI BOARD CHAIRMAN	Nov.	40
LEE WOLFE OF BODA	Oct.	53
NOFI ADS TO RUN IN LIFE AND LOOK	Sept.	70
NOFI PROMOTION CONFERENCE, WASHINGTON MEETING	June	37
OHI OF WASHINGTON HAS NUMEROUS FACETS	July	46
OILHEATING STILL LIFE	Nov.	62
SERVICE MANAGERS' CONVENTION	July	63
THURSDAY WITH WADE CURTIS	Oct.	43
WHO IS NOFI CHAIRMAN, CHUCK LANG?	Dec.	64

Index to Articles in 1963 Issues of FUELOIL & OIL HEAT

FUELOIL DISTRIBUTION

	Month	Page
API MARKETING DIVISION MEETS IN SEATTLE	July	49
A RICH MARKET: No. 4 *Jean L. Dupuis*	Sept.	76
AUTOMATIC HEATING OIL DELIVERY *Robert Scully*		
Part I	Sept.	66
Part II	Nov.	42
CENTRAL STORAGE SYSTEMS		
Oilheating pipelines . . . Robert Gray	Jan.	45
Mobile home pipelines . . . Ben Puchaski	Jan.	48
Centroil system at ledyard	Jan.	46
Underground delivery moves west ....V. M. Douglas	Jan.	50
CENTRAL STORAGE PIPELINE IN SEATTLE	July	44
CENTRAL DISTRIBUTION SYSTEM	Sept.	55
(522 oilheated homes are on fueloil pipelines.)		
FUELOIL STOCK CONTROL *Irwin Hochberg*	Sept.	73
HOW TO RUIN A FUELOIL BUSINESS *Harold Hines*	Nov.	50
(Pumps can be destroyed.)		
MACHINE HANDLES 8000 ACCOUNTS *Allyn R. Guilmartin*	Apr.	45
NO. 4 OIL IS GOOD BUSINESS *Philip Kramer*	Sept.	59
OILHEATING THE PENSIONERS	Dec.	39
(Florida companies draw customers from retirees.)		
OIL JOBBER MEETING EMPHASIZES FUELOIL	July	50
NORTH CAROLINA HEATS POULTRY TOO	Dec.	52
PAY MORE FOR BETTER ACCOUNTS	June	35
(Buckley & Scott's compensation plan for salesmen.)		
PHILADELPHIA CONFERENCE STUDIES FUELS	July	61
RADIO'S A MUST ON "FAR OUT" DELIVERIES	July	40
SIMPLE DISPATCHING DEVICE SPEEDS DEGREE-DAY OPERATIONS	Nov.	54
STORM DELAYS CALL FOR LARGER TANK RESERVES *John B. Hiester*	Mar.	53
STOTT STREAMLINES RECORD KEEPING	Aug.	55
(Rotary file centralizes customer cards.)		
TWO ROADS TO VOLUME	Dec.	46
WEATHER INDEMNITY POLICY ADAPTED FOR FUELOIL	Aug.	63
WILKERSON PREFERS THE SOFT SELL	Dec.	44
YOU MAY GAIN BY DROPPING ACCOUNTS "FAR OUT" *Henry D. Crane*	Aug.	61

Management (Oilheating and Airconditioning)

	Month	Page
ASPHALT PAVING BRINGS VINING SEASON BALANCE	July	42
JACK BECKER FEATURES PARTS $3; OVERHAUL $12	Oct.	50
BETTER HOME HEAT COUNCIL HAS BIGGEST CAMPAIGN	May	57
BIG ADVICE, LITTLE INVESTMENT	Dec.	38
BOSTON FIRM GUARANTEES 25% SAVING	May	51
(Automatic Heating goes for gas conversions.)		
CENTURY-OLD MANSION HAS MODERN OIL HEAT	Aug.	49
COLONIAL AT ROCKY MOUNT	Dec.	42
COLOR IT GOOD *John R. Capper*	Dec.	65
(Making calls by phone.)		
COMMISSION AGENT IN SERVICE VENTURE *Tom Kiger*	Jan.	59
(Pontiac dealer moves into oilheating equipment.)		
COMPARISONS ON COSTS SHOWS OIL CHEAPER FOR SCHOOLS	July	51
CONNECTICUT FUELOIL DISTRIBUTOR PROVIDES BOMB SHELTER	May	50
CONTRACT PARTS COST $3	Feb.	35
(Kunkels in Philadelphia tabs cost of parts.)		
"CONTROL III" MERCHANDISES OILHEATING MODERNIZATION	May	46
COST ANALYSIS OF SERVICE SPOTLIGHTS "FREE" POLICY	July	59
(Canadian service program analyzed.)		
CUSTOMERS CAN GUIDE YOUR DECISIONS *A. C. Woodcock*	Feb.	40
(Citizens Fuel in Asheville uses questionnaires.)		
DEALER SESSIONS HELD DURING BOSTON EXPOSITION	July	64
DOING WHAT COMES NATURALLY	Oct.	54
(Chilton, Wis., dealer can react to small market.)		
ELECTRIC HEAT SUBSIDIES PLAGUE SPRINGFIELD	May	48
FACTS INFORM AND SELL *V. M. Douglas*	Apr.	42
(Washington school won for oil.)		
FIGURE GAS COSTS ACCURATELY FOR FUEL COMPARISONS	Feb.	26
FUEL FACTS CAMPAIGN WINS RECOGNITION	Nov.	48
FUELOIL AND WATER SOFTENERS	July	52
FUELOIL IMPROVES FARM PROFITS *C. E. Kramb*	Aug.	41
GREAT HOME SHOW RESULTS FOR AMERICAN COAL	May	52
ED HACKER FINDS NEW USES FOR FUELOIL	Nov.	46
HALF-MILLION GALLONS FOR POULTRY	Nov.	35
(Wadleighs in Maine get volume from broilers.)		
HANDS ACROSS THE BORDER *V. M. Douglas*	July	54
(Vancouver, B. C., has similar program to U. S. Northwest.)		
HE SEIZED ELECTRIC HEAT'S SECRET WEAPON *John W. Schulz*	Dec.	48
(Carolina Heating uses insulation to gain sales.)		
HEATING TO OIL SALES	May	44
(Equipment man in New Hampshire moves into fueloil.)		
HOW AN ELECTRIC EXECUTIVE THINKS	Dec.	53
HUNDREDS OF REPACEMENTS BY GINO FERA, VANCOUVER	July	58
INSURANCE PLANNING *Irwin Hochberg*	Feb.	51
MANUFACTURER AD COST SHARED BY EAST CAROLINA COUNCIL	Mar.	50
MASONRY AND OILBURNERS SHARE PORTLAND SPOTLIGHT	July	45
MATCHES—SURE-FIRE ADVERTISING *Russell J. Fornwalt*	Nov.	55
MICHIGAN TOGETHERNESS	Oct.	47
MOHEDA LOOKS AT ITSELF	Nov.	45
NO DISAPPOINTMENTS *V. M. Douglas*	Feb.	44
(Three-company merger in Tacoma solves cost problems.)		
NOFI '62 CAMPAIGNS SPENT JUST UNDER $3 MILLION	Feb.	38
NORTHWEST PROMOTION KEEPS ON GROWING	July	47
NEW BEDFORD GAS INTERRUPTED	Feb.	37
NEW HOMES, GAS CONVERSIONS GENERATE ACTIVITY AT COAN'S	May	46
OIL HEATS OREGON CAPITOL	July	69
OILHEATING "BREAKS OUT" OVER CANADIAN MARKET	Sept.	126
OILHEATING HELPS THE $ SIGN	Jan.	56
(Pure Oil recognizes fueloil benefits.)		
OLNEY & PAYNE LIKE VARIETY	Nov.	56
ONLY EQUIPMENT SALES CAN BUILD GROWTH	June	52
(Jersey meeting explores selling equipment.)		
PACIFIC COAST CONVENTION DRAWS CROWD	July	39
PENNSYLVANIA FUELOIL DEALERS TRAIN TECHNICIANS	Apr.	55
REAL SELLING IS ALL IT TAKES *Frederic P. Griffin*	Mar.	46
RENT HOME WATER HEATERS *Frank McFerran*	June	55
A SALUTE TO NEW ENGLAND	May	39
SCHOOL ON LAKE MENDOTA *Bert Dunphy*	June	49
(Wisconsin dealer management conference.)		
SERVICE FOR OTHERS *Bert Dunphy*	May	57
(Oil Burner Technicians does service for 20 dealers.)		
SMALL FUELOIL DEALER PLANS SERVICE DEPARTMENT *John W. Schulz*	Jan.	53
SPECIALTIES ARE PROFIT ITEMS	Mar.	51
(Lewis Oil features all comfort refinements.)		
SUMMER INCOME FOR FUELOIL MEN	Oct.	39
TELEPHONE AUTOMATION DOUBLES CALLS PER HOUR	Sept.	72
THE OTHER $60 BILLION PART I	Apr.	41
PART II	June	47
PART III	Nov.	58
THEISEN-CLEMENS CO. IS PHOTOGENIC	Oct.	48
THERE'S ROOM FOR IMAGINATION	May	43
(Greenfield, Mass., ad campaign has budget of $5000)		
TWO FUELOIL DISTRIBUTORS IN JOINT BURNER ENTERPRISE	Jan.	61
(Fort Wayne jobbers go in for service.)		
TWO MILLION GALLONS FROM OILHEAT SERVICE	Oct.	46
(George Varough, Inc., builds gallonage.)		
TRAVEL AND ENTERTAINMENT EXPENSES	Apr.	61
TRUCK COLORS HAVE BUY APPEAL	Dec.	35
(L. A. Johnson re-designs service fleet.)		
WE COULD GUARANTEE COSTS *T. Lawrence Lindberg*	Apr.	52
(Updating old oil jobs makes them competitive.)		
WHAT ARE THE CLAIMS?	Apr.	58
(Three fuels compare costs at Boston meeting.)		
WORKING CAPITAL CONTROL *Irwin Hochberg*	Aug.	58

GENERAL

ASHRAE SHOW AND MEETINGS	Jan.	64
ASHRAE SESSION INCLUDES OILBURNING SYMPOSIUM	Mar.	45
C. W. LANG ELECTED NOFI BOARD CHAIRMAN	Nov.	40
LEE WOLFE OF BODA	Oct.	53
NOFI ADS TO RUN IN LIFE AND LOOK	Sept.	70
NOFI PROMOTION CONFERENCE, WASHINGTON MEETING	June	37
OHI OF WASHINGTON HAS NUMEROUS FACETS	July	46
OILHEATING STILL LIFE	Nov.	62
SERVICE MANAGERS' CONVENTION	July	63
THURSDAY WITH WADE CURTIS	Oct.	43
WHO IS NOFI CHAIRMAN, CHUCK LANG?	Dec.	64

TECHNICAL (oilheating and airconditioning)

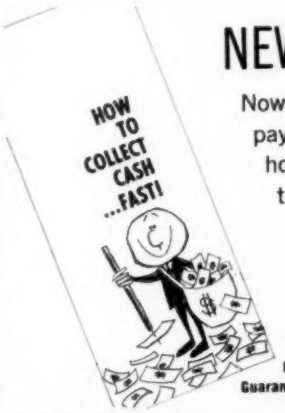
		Month	Page
Adventure in unit heaters		July	53
Air pollution		Apr.	54
(Scott Research Laboratories test burners for fall-out.)			
Air pollution measurable but insignificant	*L. C. Burroughs*	June	43
Aviation problems solved by modern oilfired equipment	*Jean L. Dupuis*	Jan.	67
Century Engineering active in livestock heating		Oct.	58
Direct-fired units and economical oilheating		Sept.	86
Cad-cell safety control fundamentals	*John W. Schulz*	Aug.	52
Finding underground tank leaks		Aug.	48
Greenhouse heating problems solved by oil heat	*Jean L. Dupuis*	Feb.	58
How to figure Btu heat losses	*John W. Schulz*	Feb.	48
Hydronic improvements cut costs	*John W. Schulz*	Apr.	47
Ideas for hydronic refinements	*John W. Schulz*	May	60
Industry know-how can make fueloil burn clean		Apr.	67
Mobile homes move away from vaporizing units	*Dick Sage*	Oct.	51
Mobile home power burners	*Bernie Duchinsky*	Nov.	37
No. 6 heats school with economy	*Jean L. Dupuis*	May	66
No. 6 oil produces dry ice and liquid CO_2	*Jean L. Dupuis*	Nov.	59
180 gph boiler heats greenhouses		Dec.	58
Odd and puzzling service calls		Oct.	59
Oilburner is sonically activated	*Jean L. Dupuis*	Aug.	64
Oilheating "Who dunnit?"		Sept.	61
President's Virginia retreat	*Ray F. DeVaney*	Sept.	62
Pressurized home, fresh air device		Oct.	56
Sell water heaters for complete heating		July	57
Shell "burner-pak" modernizes existing burners		Jan.	62
Shell's Chicago Division checks burner-pak results		Oct.	57
Smoke-free jobs	*Jean L. Dupuis*	June	62
Spectacular in New York	*John W. Schulz*	Mar.	51
(New products at the ASHRAE show.)			
Three steps cut fuel bill 39%	*John W. Schulz*	Nov.	62
Total energy concept	*John W. Schulz*	Oct.	67
(Bergan school gets heating, cooling, electricity from fueloil.)			
Two innovations in G-E cad cell set-ups	*John W. Schulz*	Sept.	64
Ultrasonic atomizers readied for manufacturers		Aug.	46
Viscosity tester shows preheat temperatures		Mar.	60
Winter or summer?	*Harrison Leidy*	June	56
(When should service checks be done?)			
Wiring rules for polyphase installations	*John W. Schulz*	July	73

STATISTICAL

Burner-Fueloil properties studied in '62		Feb.	46
Burner-Fueloil properties, 1963		Dec.	60
Coal gave the party		Feb.	42
Fuels Policy Report sticks to middle of road		Mar.	56
Electric heat study (1962)		Aug.	50
Gas heating units by states		Nov.	20
Heating oil shipments		Sept.	68
New England paces the industry	*Margaret Mantho*	May	55
Oilheating in a prime gas market	*Larry Atseff*	Dec.	62
Oilheating 1962 estimated at 497,772		Jan.	37
Pot-type burner shipments by states		Aug.	28
Resources for future forecasts static oil usage		May	72
Season was good for profits	*Robert Gray*	Sept.	47
Slight drop reported in recoverable reserves survey		Aug.	62

Special Studies of the Month

How to make it easy to pay bills	Jan.	12
What is the cost of parts in oilheating service?	Feb.	14
How did degree-days work in January's cold?	Mar.	20
How important to growth are equipment sales?	Apr.	18
How do budgets work in a heavy season?	May	18
What type of incentives work for truck drivers?	June	20
Do servicemen have incentives for performance?	July	32
How do fueloil distributors clean bulkplant tanks?	Aug.	14
What are salary ranges for employees?	Sept.	18
What is the dealer's impression of cooperative ad campaigns?	Oct.	16
How do you raise capital to take care of expansion?	Nov.	18
How important are utility subsidies?	Dec.	16



NEW–tested ideas

Now learn how to get prompt payment of invoices . . . yet hold customer goodwill. 42 tested ideas. Save time, money, worry. Regularly $1.00. Only 25¢ ordered on your business letterhead.

Dept. FOA
National Management Controls Association
Guaranty Bank Building, Phoenix, Arizona 85012

REPLACE WITH
"DUTCH COUNTRY" QUALITY
OIL BURNERS • WARM AIR FURNACES
BOILER-BURNER UNITS • HOT WATER SUPPLY BOILERS
FREE CATALOG • HERCO OIL BURNER CORP • LANCASTER, PA.
OIL THRIFTY
HERCO

Galongage

Your profit-making, quality gauge for all jobs — new or replacement!

Besides bringing you extra profit, the Galongage is easy to install, less expensive to ship, and packaged to fit easily into a serviceman's kit.

APPLIED MECHANICS COMPANY
381-389 CONGRESS ST., BOSTON 10, MASS.